

# ANNUAL REPORT 2008

AMERICAN PRINTING HOUSE FOR THE BLIND, INC.


OCTOBER 1, 2007 — SEPTEMBER 30, 2008



AMERICAN PRINTING HOUSE  
FOR THE BLIND, INC.

150  
*Years*  
1858-2008  
*Building Independence*





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## Introduction to the American Printing House for the Blind

### SERVICE SINCE 1858

The American Printing House for the Blind (APH) has served our nation's blind and visually impaired citizens since before the Civil War. Founded in 1858, APH is the oldest company in the U.S. dedicated to creating products for blind people and is the largest organization of its kind in the world. In 2008, APH embarked on a year-long celebration of 150 years of service to blind and visually impaired people.

### EXTENSIVE RANGE OF PRODUCTS

APH's product lines uphold our mission and include a wide variety of unique educational and daily living items. Some examples of our hundreds of products include: accessible textbooks and tests; large print organizers; braille teaching programs; talking educational software; tactile graphics tools; and science teaching kits.

In partnership with the field of blindness, the APH Department of Research supports the creation of a wide range of products by maintaining ongoing research and development activities.

APH's offerings are detailed in our comprehensive *Instructional Products Catalog*, organized into the National Agenda's core and expanded core curriculum instructional areas.

Specialty products such as audio books and braille restaurant menus are created by APH for commercial customers. In addition, APH makes custom-ordered materials on demand, such as single copies of large print textbooks.

### UNIQUE SERVICES OFFERED

Examples of the many services offered by APH include:

- The *APH News* monthly newsletter, featuring the latest information on APH products and services.
- The Louis accessible materials database, including the APH File Repository.
- NIP Training Events: APH partners with Ex Officio Trustees and others to provide National Instructional Partnership events across the country. Contracted experts create and present expanded instruction on the use of specific APH products in educational settings and across educational curricula.
- Accessible Magazines: APH offers a free subscription service for accessible editions of *Reader's Digest*® and *Newsweek*®. Donations are accepted to defray costs.



### MANDATE AND CORPORATE STATUS

Much of APH's mandate is derived from the federal Act to Promote the Education of the Blind of 1879. This act designates APH as the official supplier of educational materials to all eligible blind students in the United States working at less than college level.

APH is a private, nonprofit 501(c)(3) corporation. Responsibility for its administration rests with:

- Corporate Trustees chosen from the local business and professional community.
- Ex Officio Trustees from educational and rehabilitation entities that serve students who are visually impaired or blind across the United States and its Territories.

APH voluntarily complies with the provisions of the Sarbanes-Oxley Act of 2002 that sets the business standards for corporate governance and financial disclosure.

For additional information on APH and its full range of products and services that support products, visit [www.aph.org](http://www.aph.org).

# MISSION STATEMENT AND TABLE OF CONTENTS

## MISSION STATEMENT

*The American Printing House for the Blind promotes independence of blind and visually impaired persons by providing specialized materials, products, and services needed for education and life.*

**INTRODUCTION TO THE AMERICAN PRINTING HOUSE FOR THE BLIND ..... 1**

**MISSION STATEMENT AND TABLE OF CONTENTS..... 2**

**CORPORATE SECTION ..... 3**

Officers, Trustees, and Committees—Fiscal Year 2008..... 3

Financial and Production Highlights..... 4

Executive Report..... 5

**ADMINISTRATION OF THE FEDERAL APPROPRIATION SECTION..... 8**

Secretary’s Report, 2008 Formal Meeting of Ex Officio Trustees..... 8

Highlights from the 2008 APH Annual Meeting..... 10

Reports from the Ex Officio Trustee Advisory Committees of APH ..... 13

    Report from the Nominations Committee..... 13

    Report from the Educational Services Advisory Committee ..... 15

    Report from the Educational Products Advisory Committee..... 18

Distribution of Eligible Students for Fiscal Year 2008,  
    Based on the Federal Quota Census of January 1, 2007 ..... 21

Agencies for the Education of the Visually Impaired in the United States  
    Receiving Federal Quota Funds Due Under an Act  
    to Promote the Education of the Blind, Fiscal Year 2008 ..... 25

**DEVELOPMENT SECTION ..... 34**

Department of Development and Magazine Services ..... 34

**FINANCIAL SECTION ..... 36**

Revenue Statement..... 36

Statements of Financial Position ..... 37

Statements of Activities and Changes in Net Assets..... 38

Statements of Cash Flows ..... 42

Schedules of Costs of Products Distributed, General and Administrative,  
    Program Support, Fund-Raising and Developmental Functional Expenses..... 43

**Note:** This annual report is available in its entirety on the web at [www.aph.org](http://www.aph.org). Click on the “About APH” link.

# OFFICERS, TRUSTEES, AND COMMITTEES

Officers, Trustees, and Committees, Fiscal Year 2008



W. James Lintner, Jr.  
Board Chairman

## CORPORATE TRUSTEES

Charles Barr, M.D.  
S. Gordon Dabney  
George N. Gill  
Jane Hardy  
Virginia T. Keeney, M.D.  
Julie S. Lee, M.D.  
W. James Lintner, Jr.  
W. Barrett Nichols  
Herbert W. Perkins III  
Tuck Tinsley III, Ed.D.  
Darrell R. Wells

Albert C. Horton,  
Trustee Emeritus  
J. A. Paradis, Trustee Emeritus  
J. A. Paradis III, Trustee Emeritus  
JoAnn Paradis, Trustee Emerita

## CORPORATE OFFICERS

W. James Lintner, Jr., Chairman  
S. Gordon Dabney, Vice Chairman  
Darrell R. Wells, Treasurer  
Tuck Tinsley III, Ed.D., President  
William G. Beavin, Vice President  
of Finance and Secretary  
Robert B. Brasher, Vice President  
of Advisory Services and Research  
Jack N. Decker, Vice President  
of Production

Donald J. Keefe, Vice President  
of Development  
J. Gary Mudd, Vice President  
of Public Affairs

## EX OFFICIO TRUSTEES

Ex Officio Trustees are responsible for the administration of the federal Act to Promote the Education of the Blind of 1879. The Ex Officio Trustees are the executive heads of schools for the blind, the chief state school officers of each state department of education, or the executive officers of other agencies serving the blind. If they choose, these executives may designate the Trusteeship to an appropriate professional within their organizations.

## EX OFFICIO TRUSTEE ADVISORY COMMITTEES OCTOBER, 2007 – OCTOBER, 2008

The name of each member is followed by his or her term expiration date.

## EDUCATIONAL SERVICES ADVISORY COMMITTEE

Jacqueline Denk, Chair,  
Kansas, 2008  
Michael Bina, Massachusetts, 2008  
Barbara L. Perkis, Illinois, 2008  
Angyln Franquemont,  
Arkansas, 2009  
Frank Simpson, New York, 2009

## EDUCATIONAL PRODUCTS ADVISORY COMMITTEE

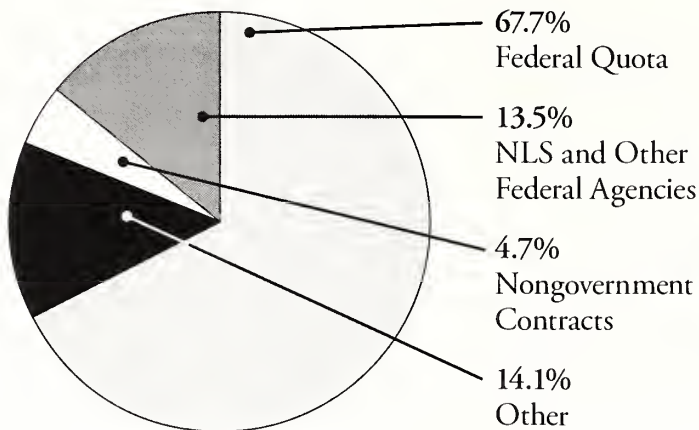
Tom Winton, Chair,  
North Carolina, 2008  
Dean Stenehjem,  
Washington, 2008  
Lorri Quigley,  
Utah, 2008  
Nancy Niebrugge,  
California, 2009  
Steven M. Rothstein,  
Massachusetts, 2009  
Suzanne Dalton,  
Florida, 2010  
Stacy Grandt,  
Wisconsin, 2010

James Downs,  
Georgia, 2008,  
Alternate for Both Committees

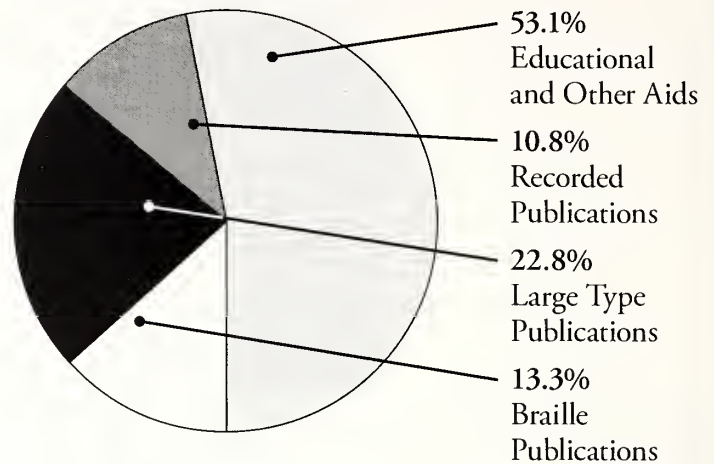


# FINANCIAL AND PRODUCTION HIGHLIGHTS

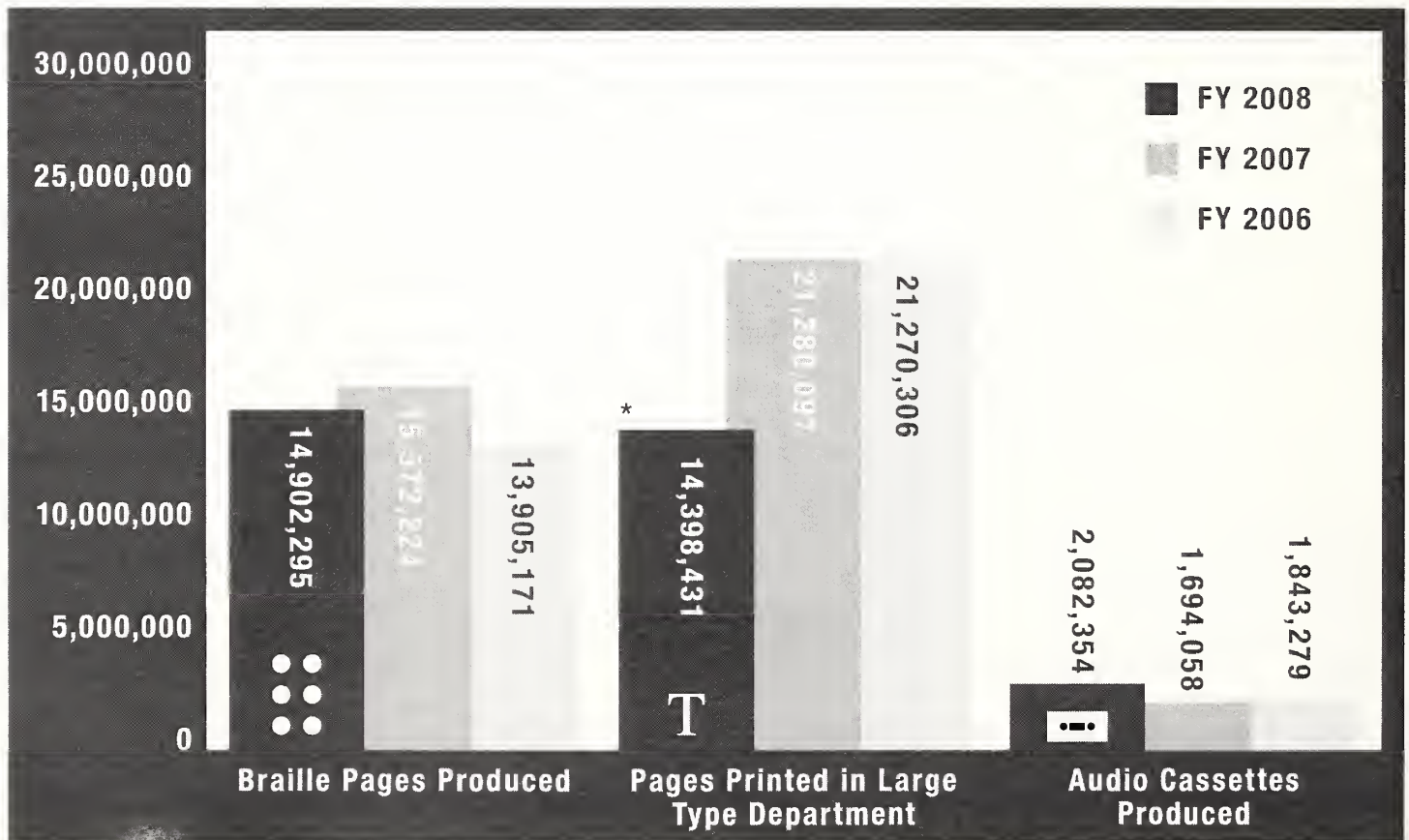
## REVENUE DOLLAR



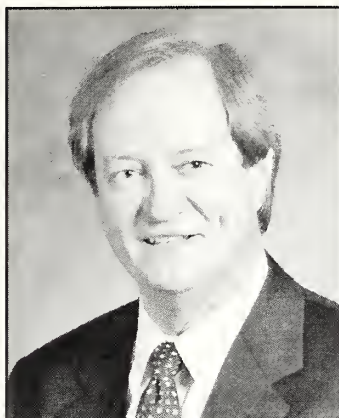
## TYPES OF PRODUCTS SOLD



## APH PRODUCTION HIGHLIGHTS



\*Note: APH now outsources the majority of its printing projects. The pages produced outside of APH are not reflected in this figure.



Tuck Tinsley III  
APH President

We at APH have just completed seeing the company through its 150th year of operation. It was a year in which we saw a record number of products developed, products delivered, and product-related services provided, in addition to conducting many activities to recognize 2008 as APH's sesquicentennial year.

## CELEBRATING 150 YEARS OF SERVICE

Projects and events were planned throughout the year to highlight this landmark for the American Printing House for the Blind. The activities began and concluded with focus on APH's most valuable asset, its employees. Beginning with an Employee Kickoff in early January and ending with a holiday luncheon for employees in late December, activities were conducted throughout the year, targeting APH's many publics.

Five special projects completed during the year were: 1) an essay contest for APH's consumers; 2) writing and producing a book of APH's 150-year history; 3) production of a tactile map of the Frankfort Avenue corridor for presentation to the Kentucky School for the Blind; 4) fabrication of a sesquicentennial exhibit for the APH Museum; and 5) renovation of and wayfinding for APH's front grounds.

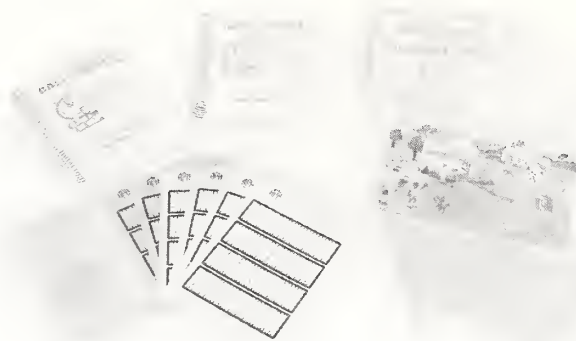
Nine sesquicentennial events conducted in 2008 were: 1) the Employee Kickoff; 2) 150th Anniversary Luncheon in January; 3) employee preview of museum exhibit and APH history book premiere in May; 4) sesquicentennial Museum exhibit unveiling, APH history book premiere, and reception in May;

5) exhibit and program on Capitol Hill in June; 6) presentation of tactile map to Kentucky School for the Blind in September; 7) Commemorative Dinner during APH's Annual Meeting in October; 8) an open house for local officials including the Kentucky Governor in December; and 9) an employee holiday luncheon and wrap-up, also in December.

While 2008 was a special year to recognize APH's accomplishments during its first 150 years, it was also a great year from a funding perspective, with Congress increasing the appropriation for the Act to Promote the Education of the Blind by \$4 million. We sincerely appreciate the advocacy of parents, teachers, Ex Officio Trustees, and others that resulted in the important increase.

Azer's Interactive Periodic Table Study Set is designed to make learning about the periodic table of the elements accessible to students with visual impairments or blindness.





*Brigrance Diagnostic Comprehensive Inventory of Basic Skills* is a criterion-referenced inventory that assesses a student's strengths and weaknesses in specific skill areas. In FY08, APH released the large print edition of this assessment as a follow-up to our release of the braille edition.

## HIGHLIGHTS OF FISCAL YEAR 2008

Highlights of the year include the following:

- during the year, we conducted APH's first video webcast, an accessible test workshop with videos, PowerPoints, Word documents, and MP3 files now archived on the APH website;
- staff made 94 presentations at 40 conferences and gatherings during the year, and APH products were displayed at 45 separate venues;
- we provided 15 webcasts on a variety of APH products and services;
- we hosted 10 National Instructional Partnership or NIP events led by contracted experts from around the country and focused on the use of APH products to teach skills across areas of the core curriculum and the expanded core curriculum; and

- Fred's Head Database now contains over 3,000 articles on tips, techniques, and resources by and for blind people, and the related Fred's Head Companion weblog site republishes the articles from Fred's Head so that they are pushed out to users rather than users having to come to the database.

As the curtain falls on 2008,

- NIMAC (National Instructional Materials Access Center) has approximately 11,000 NIMAS source file sets available for conversion into student-ready formats;
- the Louis Database can help you locate nearly 148,000 different books and other accessible materials in student ready formats;
- the Accessible Media Producers Database gives you contact information for 229 braille transcribers and other accessible media producers; and
- the APH File Repository offers you 6,029 electronic files, either braille-ready or ready to be used to create braille.

While the highlights mentioned thus far are services – a video cast, 10 NIP events, 15 web casts, Louis, the File Repository, exhibits, presentations – more precisely, they are product-related services.

## APH STILL IS, AS IT WAS WHEN FOUNDED 150 YEARS AGO, ALL ABOUT PRODUCTS!

In 2008, over 600 state, local, and professional certification assessments, alternate assessments, and test-related materials were produced in contracted and/or uncontracted braille, tactile graphic, large print, and audio formats. Thousands of additional test items, passages, and graphics were reviewed for bias, content, and color issues.

In addition to 116 braille textbook titles and 743 large print titles, 88 new products were made available in 2008. These included some major products, such as:

- Braille+™ Mobile Manager
- MaximEyes™ Video Magnifier
- Functional Vision and Learning Media Assessment Kit – FVLMA



- Azer's Interactive Periodic Table Study Set
- Perkins/APH Braille
- MagneTachers for Sherlock Labels
- *Brigance® Green* in Large Print
- *On the Way to Literacy Handbook, 2nd Edition*
- Turbo Phonics Kit
- ToAD – Tools for Assessment and Development of Vision Skills, and
- The Wilson Reading Series.

**88 new products in '08!** And, of significance, 80 percent of the new products this year came as products or product ideas from the field.

Although “voice of the customer” is often referred to as a specific activity with a documented process, the data we at APH capture enables us to “really get our arms around” the extensive and continuous input we receive from customers. While we gather more and more information through our website, the majority of the feedback is provided through seven planned activities:

- advisory committee meetings
- focus group meetings
- surveys
- individual meetings with key stakeholders
- consumer forums
- field testing of APH products, and
- *APH News*, our monthly newsletter

**We do listen!** We know we at APH don't work directly with students; however, APH does have direct access to the administrators and teachers of programs across the country serving blind and visually impaired students. They know what works, what doesn't, and what is needed. They are the lifeline to product development, and APH cannot exist without their input.

## DATA FROM THE FY2008 FEDERAL QUOTA CENSUS

Data for 2008 regarding the Act to Promote the Education of the Blind indicate the number of legally blind students registered was 58,388, an increase of 1.2% (692) from the number registered for FY 2007. The 2008 appropriation provided \$297.88 per student for educational materials, a 24% increase over the \$240.44 per capita allocation in 2007. Of the 58,388 students, 9.5% (5,568) were registered as braille readers, 26.9% (15,669) as visual readers, 7.5% (4,402) as auditory readers, 34.4% (20,086) as non-readers, and 21.7% (12,663) as pre-readers. Of this group, 83.6% (48,787) were registered by state departments of education, 8.7% (5,063) were registered by residential schools for the blind, 4.9% (2,892) were registered by rehabilitation programs, and 2.8% (1,646) were registered by multiple disabilities programs.

In closing, we are very proud that APH has come so far since its founding in the basement of what was then the Kentucky Institution for the Blind, with one printing press and no paid staff.

As we reflect on the history of APH, it is clear that we owe thanks to many people who have worked hand-in-hand with APH over the years to help us reach this historic milestone. These include:

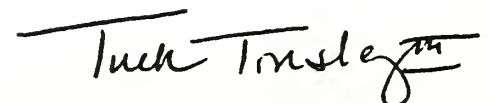
- federal officials in the United States Congress and the Department of Education;
- dedicated professionals who are members of APH's Board of Trustees and those who serve as Ex Officio Trustees in each state and outlying area;
- thousands of hard-working employees; and
- adults, students, teachers, parents, and professionals across the country who give us direction.

However, we probably owe our biggest debt of gratitude to the visionary group of people who, in the 1850s, served as APH's founding fathers.

Respectfully submitted,



W. James Lintner, Jr.  
Chairman



Tuck Tinsley III  
President

## SECRETARY'S REPORT 2008 FORMAL MEETING OF EX OFFICIO TRUSTEES

*The 140th Formal Meeting of the Ex Officio Trustees of the American Printing House for the Blind convened at 12:00 p.m., October 4, 2008, at the Seelbach Hilton Hotel in Louisville, Kentucky. The following conferees were present:*

### EX OFFICIO TRUSTEE ATTENDEES

Yvonne Ali (MO)	Jerry Kitzhoffer (NJ)
Marc Ashton (AZ)	Teresa Lacy (AL)
Melanie Austin (UT)	Charlotte Lowry (AL)
Barbria Bacon (NC)	Paula Mauro (OH)
Collette Bauman (MI)	Carol McCarroll (TN)
Madeleine Burkindine (KS)	Barbara McCarthy (VA)
Joseph Catavero (NY)	Vince McVeigh (PA)
Marie Celeste (DC)	Cheryl Misialek (ND)
Mike Cole (CA)	Nancy Niebrugge (CA)
Derrick Cox (KY)	James Oldham (TN)
Suzanne Dalton (FL)	James Olson (CO)
William Daugherty (TX)	Judy Ortman (NJ)
Jacqueline Denk (KS)	Jonn Paris-Salb (CA)
Karen Duffy (NE)	Barbara Perkis (IL)
Inge Durre (AZ)	Rosie Pridgen (MS)
Jim Durst (IN)	Lorri Quigley (UT)
Leslie Durst (IN)	Todd Reeves (PA)
Susan Egging (WY)	John Roberts (KY)
Angyln Franquemont (AR)	Donna See (WV)
Steve Gettel (MT)	Patsy Shank (WV)
Gail Gibbard (OR)	Frank Simpson (NY)
Sally Güttinger (NE)	Jean Small (ME)
Dottie Goodman (TX)	James Sucharski (MO)
Stacy Grandt (WI)	Carmen Suminski (ND)
Julie Kagy (NC)	Robin Swenson (ID)
Marjorie Kaiser (SD)	Tom Winton (NC)
Bernadette Kappen (PA)	Stuart Wittenstein (CA)

### APH STAFF ATTENDEES

Bill Beavin  
Janie Blome  
Scott Blome  
Bob Brasher  
Jack Decker  
Mary Nelle McLennan  
Gary Mudd  
Julia Myers  
Kathy Smiddy  
Jane Thompson  
Tuck Tinsley  
Debbie Willis  
Paul Zurkuhlen

## MINUTES OF THE BUSINESS MEETING

The meeting was opened with a welcome from Dr. Tuck Tinsley III, President and member of APH's Board of Trustees. Ex Officio Trustees and APH staff in attendance introduced themselves and the organizations and departments they represented.

### COMMENTS REGARDING FY2008

Dr. Tinsley provided a brief state-of-the-company report for FY 2008 which included the following:

- Review of the budget process for the Act to Promote the Education of the Blind: The request is due two years prior to the fiscal year. Thus, in June 2008, while in the 2008 budget year, APH submitted the budget request for 2010, without knowing the 2009 funding level for the Act.
- On-site monitoring visit of the Department of Education: Areas of focus were 1) compliance with applicable requirements, 2) use of Federal funds, 3) assessment on quality of GPRA and other program data, and 4) evaluation of APH's strategic planning process.
- Addition to APH Museum: The Warren Bledsoe Orientation and Mobility Archives were moved from the Maryland School for the Blind to the APH Museum.
- Departmental highlights: Significant activities of Research, Field Services, Resource Services, Accessible Textbooks, Accessible Tests, and the National Instructional Materials Access Center were reviewed.

- APH's 150th anniversary: An overview of the sesquicentennial activities was provided.

### APPROVAL OF ADVISORY COMMITTEE REPORTS

Tom Winton, Chair of the Educational Products Advisory Committee (EPAC), and Ex Officio Trustee representing the North Carolina Department of Public Instruction, and Jacqueline Denk, Chair of the Educational Services Advisory Committee (ESAC) and Ex Officio Trustee representing the Kansas State Board of Education, recognized each of their committee members and requested approval of the committees' reports previously distributed to the Ex Officio Trustees. A motion to accept the reports as offered was made, seconded, and passed unanimously.

### REPORT OF NOMINATIONS COMMITTEE

Bernadette Kappen, Chair of the Nominations Committee and Executive Director of the New York Institute for Special Education, presented the committee's slate of nominees for the advisory committees for 2008, as follows:

**James Downs**, Ex Officio Trustee representing the Georgia Department of Education, was nominated as the EPAC Chair;

**Marty McKenzie**, Ex Officio Trustee representing the South Carolina School for the Deaf and the Blind, and **James Oldham**, Ex Officio Trustee representing the Tennessee School for the Blind, were nominated to serve three-year terms on the EPAC;

**Dean Stenehjelm**, Ex Officio Trustee from the Washington State School for the Blind, was nominated as the alternative member of the EPAC;

**Michael Bina**, Ex Officio Trustee from The Maryland School for the Blind, was nominated as the ESAC Chair;

**Marjorie Kaiser**, Ex Officio Trustee from the South Dakota School for the Blind and Visually Impaired, and **Barbara McCarthy**, Ex Officio Trustee representing the Virginia Library and Resource Center and the Department of the Blind and Vision Impaired, were nominated for two-year terms on the ESAC; and

**Barbara Perkis**, Ex Officio Trustee for the Illinois Instructional Material Center, was nominated as the alternative committee member of the ESAC.

A motion to accept the nominees as presented was made, seconded, and unanimously passed.

### RECOGNITION OF RETIRING ADVISORY COMMITTEE MEMBERS

Bob Brasher and Janie Blome acknowledged the Advisory Committee Member Chairs, Tom Winton and Jacqueline Denk.

At Dr. Tinsley's request, Bob Brasher and Janie Blome provided the closing remarks. The meeting was adjourned at 2:00 p.m.

Respectfully submitted,

**Bill Beavin**  
Secretary

**Note:** Full reports of the Ex Officio Trustee Advisory Committees are provided in this annual report. Please see page 13-20.



# HIGHLIGHTS FROM THE 2008 APH ANNUAL MEETING



APH President Tuck Tinsley (seated) and Perkins School for the Blind President Steven Rothstein discuss the new Perkins/APH Braille prior to the surprise reveal during Annual Meeting.



Chase Crispin was one of the APH 150th Anniversary Essay Contest winners. Chase has produced his own series of YouTube tutorial videos explaining APH's Braille+ Mobile Manager. Here he poses with APH President Tuck Tinsley.

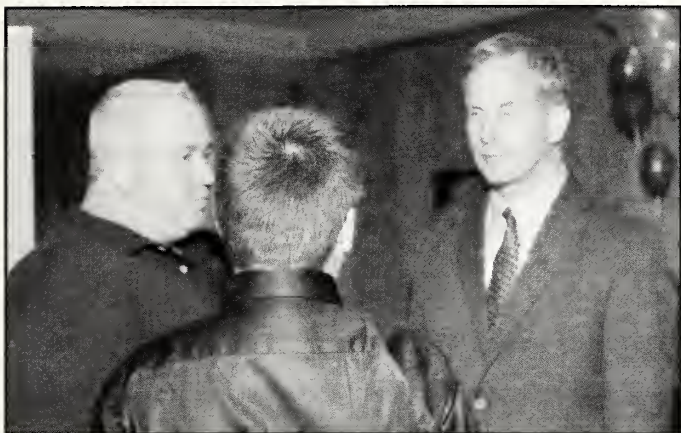


In all, eight essay contest winners from around the U.S. attended the APH 150th Anniversary banquet. Front row from left: Carla Hayes, Chase Crispin, Alex Follo, Mohamednadi Somji, Deborah Kendrick. Back row from left: Doreen Bohm, Josh Pearson, Ibraheem Shahadat.



495 guests from across the U.S. attended the APH 150th Anniversary banquet at the historic Seelbach Hilton hotel in Louisville.





Mike May (right), President of the Sendero Group, gave an inspirational keynote speech. Here he talks to attendees after the presentation.



Each year APH helps a group of professionals who have never attended Annual Meeting with an attendance scholarship. The 2008 scholars were, from left: Annette Newbold, Patricia Cox, Pauline Smith, Suzan Patillo, Amy Downard.



APH's highest honor, the Wings of Freedom Award, was presented to Natalie Barraga, who accepted via video.

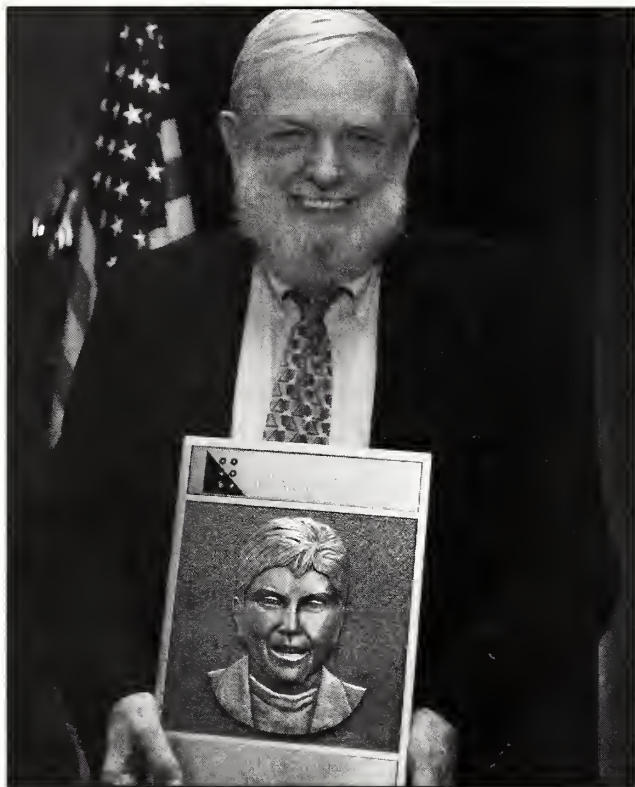


Attendees at the new Ex Officio Trustee meeting included: Front row, from left: Patrick Clancy (IA), Marie Celeste (DC), Susan Egging (WY), Cathy Nadberazny (PA), Dorinda Rife (AZ). Back row, from left: Melanie Austin (UT), Jonn Paris-Salb (CA), Judy Ortman (NJ), Jim Olson (CO), Vince McVeigh (PA).



Richard Welsh (PA), 2008 inductee into the Hall of Fame for Leaders and Legends of the Blindness Field, poses with his plaque.

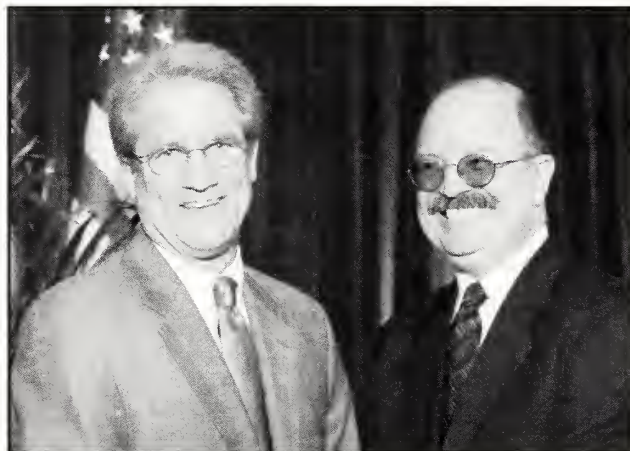




Phil Hatlen (TX) accepted the Hall of Fame inductee plaque on behalf of the late Sally Mangold.



APH InSights Artist William Carr from the Louisiana School for the Visually Impaired poses with his artwork.



Ex Officio Trustees Jerry Kitzhoffer (PA) and Frank Simpson (NY) facilitated the Closing Session with humor and a homemade ouija board. Trustees introduced all of the general sessions.



Janie Blome and Bob Brasher closed the 140th Annual Meeting with special remarks, including comments regarding Janie's great-great-great-grandfather, James Guthrie, who served as APH's first President of the Board of Trustees (1858-1869).



APH's Gary Mudd and Tuck Tinsley presented a summary of APH's 150th anniversary year celebration activities.



## Reports of the Advisory Committees to the Ex Officio Trustees of the American Printing House for the Blind for Fiscal Year 2008

The Ex Officio Trustee Nominations Committee 2008 (left to right) Carol McCarroll, TN; Stuart Wittenstein, CA; Bernadette Kappen, Chair, NY.



### FORMAL REPORT: 2008 NOMINATIONS COMMITTEE FOR EX OFFICIO TRUSTEE ADVISORY COMMITTEES

The members of the 2008 Nominations Committee are:

- **Bernadette Kappen**, New York, Chair
- **Carol McCarroll**, Tennessee
- **Stuart Wittenstein**, California

Members of the Committee are honored to have been asked to perform the important assignment of nominating Ex Officio Trustees to serve on APH's two Advisory Committees.

The Educational Products Advisory Committee and the Educational Services Advisory Committee support APH in the organization's continuous improvement process, focusing on providing quality products and services that effectively meet the needs of our field. Ex Officio Trustees benefit and contribute through service on the Advisory Committees; the experience is an opportunity to learn about APH and to impact our important work.

Advisory Committee members are nominated with the following in mind:

- Geographic representation;
- Representation from a variety of agencies eligible for Federal Quota Funds;
- Experience as an Ex Officio Trustee;
- No Advisory Committee experience in the last three years;
- Gender diversity;
- A willingness to accept the responsibilities of the membership;
- The members of the Nominations Committee may not self-nominate.

The 2008 Nominations Committee recommended the following slate that was unanimously approved at the Formal Meeting of the Ex Officio Trustees convened on October 4, 2008 in Louisville, Kentucky:

### EDUCATIONAL PRODUCTS ADVISORY COMMITTEE

**Chair for a one-year term:**

**James Downs**, Ex Officio Trustee representing the Georgia State Department of Education

**For three-year terms as committee members:**

**Marty McKenzie**, Ex Officio Trustee representing the South Carolina Department of Education; **James Oldham**, Ex Officio Trustee representing the Tennessee School for the Blind

**Alternate for a one-year term:**

**Dean Stenehjem**, Ex Officio Trustee representing the Washington State School for the Blind

## Reports from the Advisory Committees of APH: Nominations Report, Fiscal Year 2008 {CONTINUED}

The full 2008-2009 Educational Products Advisory Committee will be: (The year preceding the name indicates the final year of regular committee tenure.)

Chair — James Downs, Georgia

2009 – Nancy Niebrugge,  
California

2009 – Steven Rothstein,  
Massachusetts

2010 – Suzanne Dalton, Florida

2010 – Stacy Grandt, Wisconsin

2011 – Marty McKenzie,  
South Carolina

2011 – James Oldham, Tennessee

Alternate — Dean Stenehjem,  
Washington

### THE EDUCATIONAL SERVICES ADVISORY COMMITTEE

Chair for a one-year term:

Michael Bina, Ex Officio Trustee  
representing the Maryland School  
for the Blind

For two-year terms as  
committee members:

Marjorie Kaiser, Ex Officio Trustee  
representing the South Dakota  
School for the Blind and Visually  
Impaired; Barbara McCarthy,  
Ex Officio Trustee representing  
the Virginia Department for the  
Blind and Vision Impaired and the  
Virginia Department of Education

Alternate for a one-year term:

Barbara Perkis, Ex Officio Trustee  
representing the Illinois State Board  
of Education

The full 2008-2009 Educational  
Services Advisory Committee will  
be: (The year preceding the name  
indicates the final year of regular  
committee tenure.)

Chair — Michael Bina,  
Massachusetts

2009 – Angyln Franquemont,  
Arkansas

2009 – Frank Simpson, New York

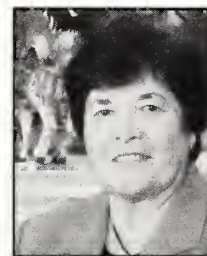
2010 – Marjorie Kaiser,  
South Dakota

2010 – Barbara McCarthy,  
Virginia

Alternate — Barbara Perkis,  
Illinois

The Nominations Committee  
thanks the new and returning  
Advisory Committee members  
and chairs for their willingness to  
serve. We encourage all interested  
Ex Officio Trustees to declare your  
interest to be a future Advisory  
Committee member; it is the single  
most important way to contribute  
as an Ex Officio Trustee.

Respectfully submitted,



Bernadette Kappen, Chair

Carol McCarroll and Stuart  
Wittenstein, Members of the  
Nominations Committee  
Louisville, Kentucky  
October 4, 2008

## Reports from the Advisory Committees of APH: Educational Services Advisory Committee, Fiscal Year 2008



The Ex Officio Trustee Educational Services Advisory Committee as of May, 2008 (left to right): Frank Simpson, NY; Barbara Perkis, IL; Jackie Denk, Chair, KS; Mike Bina, MA; Anglyn Franquemont, AR.

### REPORT OF THE EDUCATIONAL SERVICES ADVISORY COMMITTEE TO THE TRUSTEES OF THE AMERICAN PRINTING HOUSE FOR THE BLIND FOR FISCAL YEAR 2008

#### PURPOSE OF ESAC

The purpose of the Educational Services Advisory Committee (ESAC) is to:

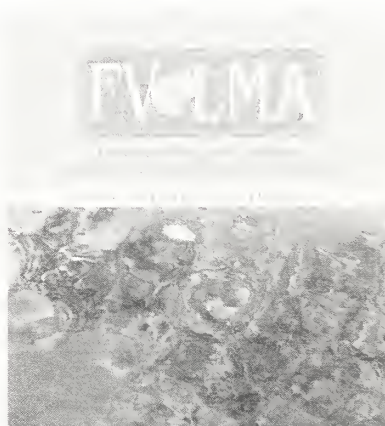
- Provide oversight and leadership in the planning, evaluation, and delivery of services.
- Identify new services needed.
- Assist the promotion of APH products through services, and
- Advise APH on general operations and communications as they relate to the accountability of services provided.

#### INTRODUCTION TO ESAC

In May of 2008 the Educational Services Advisory Committee (ESAC) and the Educational Products Advisory Committee (EPAC) met in joint and separate sessions. The ESAC committee met to address the 2007 ESAC report and to develop commendations and recommendations. To assist with this endeavor, interactive

presentations were made by APH's administrative staff and ESAC committee members. These interactive presentations provided progress updates on the 2007 recommendations, operations, and information on new initiatives.

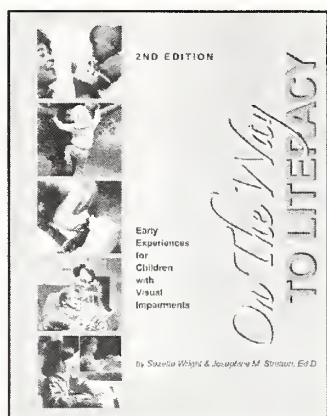
*The Functional Vision Learning Media Assessment (FVLMA)* is useful for practitioners to gather, store, track, and analyze information regarding students' functional vision and appropriate learning media.





## Reports from the Advisory Committees of APH:

### Educational Services Advisory Committee, Fiscal Year 2008 {CONTINUED}



*On the Way to Literacy Handbook, 2nd Edition*, is a greatly revised version of the classic handbook that draws upon research and practice to guide teachers and parents in supporting a young child's first steps towards literacy.

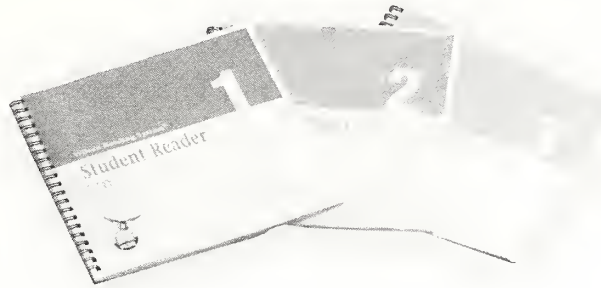
## ESAC COMMENDATIONS 2008

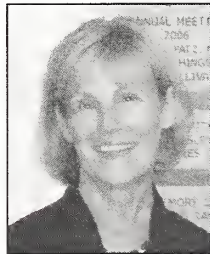
Consistent with the Act to Promote the Education of the Blind (1879), the Committee commends APH for:

1. Creating a nurturing working environment for staff and a transparent, customer-responsive climate that invites open communication and collaboration between EOTs and the APH leadership team.
2. Supporting the staff's innovative approach to solving unique challenges and furthering opportunities for customers by their hardworking, caring, and thoughtful contributions.
3. Making substantial progress in the following projects which were recommended in the 2007 ESAC report:
  - a. Implementation of the Braille Improvement Project (BIP) by hiring braille transcribers, increasing braille production,
  - upgrading the skills of the staff through certification to meet national standards, and producing more books.
  - b. Development of a full range of training opportunities, posting training manuals online, expanding webcasts, and increasing internet bandwidth.
  - c. Expansion of an Integrated Library Service (ILS) platform to accommodate a full access e-commerce feature.
  - d. Expansion and improvements in the National Prison Braille Program.
  - e. Implementation of the downloadable tactile graphic database plan.
  - f. Implementation of the plan to improve the intellectual testing of students who are blind or visually impaired.
  - g. Implementation of museum initiatives which recognize and raise public awareness of APH's contributions on the occasion of its 150th anniversary.
4. Expanding APH product-related electronic and face to face training opportunities including those provided through the National Instructional Partnerships.
5. Implementing the Title Management Module software which allows single entry and migration of Louis, NIMAC, and the APH platforms which interface with e-commerce and SYSPRO for increased interdepartmental efficiency.
6. Developing exemplary print and on-line brochures, catalogues, newsletters, and other marketing and information vehicles which advance APH's brand, positive image, and information dissemination.

## Reports from the Advisory Committees of APH: Educational Services Advisory Committee, Fiscal Year 2008 {CONTINUED}

*The Wilson Reading System (WRS)* is a research-based reading and writing program that APH has begun publishing in braille, with permission of the original publisher, Wilson Language Training Corp.



7. Developing APH's e-commerce feature through the collaborative efforts of the Business Office, Resource Services, Technological, and Communications Services.
  8. Making Fred's Head information more easily available by mainstreaming it within internet search engines.
  9. Dramatically reducing the production and delivery time of ATIC and traditional Large Print textbooks.
  10. Developing a system of records to APH and which accommodates bulk import and export of data with automatic feedback to EOTs.
  11. Consider assigning students a permanent Student Registration System (SRS) identifying number for purposes of longitudinal data analysis.
  12. Fully implement the electronic dissemination of acknowledgements and invoices to EOTs as a means to save time and resources.
  13. Produce 3-5 minute infomercials to inform customers about available products and to provide assistance in utilizing them.
  14. Expand services and products to improve literacy, language, and communication skills for students who are non-readers.
  15. Develop guidelines for alternate assessment for non-readers, a growing portion of the APH census.
  16. Consider further development of a virtual tour of the museum.
- Respectfully submitted,
- 

**Jacqueline Denk**, Chair  
Educational Services  
Advisory Committee
1. Continue consideration, as recommended in 2007 ESAC report, to:
- a. Explore the development of SRS single entry data transmission protocols which will allow EOTs to download their
  - b. Increasing production efficiencies and staffing.
  - c. Considering expansion of outside production subcontracts.

### ESAC RECOMMENDATIONS 2008

The Committee recommends that APH:

## Reports from the Advisory Committees of APH: Educational Products Advisory Committee, Fiscal Year 2008



The Ex Officio Trustee Educational Products Advisory Committee as of May, 2008 (left to right): Nancy Niebrugge, CA; Dean Stenehjem, WA; Jim Downs, GA; Joe Catavero, NY; Lorri Quigley, UT; Tom Winton, Chair, NC; Stacy Grandt, WI; Steven Rothstein, MA.

### REPORT OF THE EDUCATIONAL PRODUCTS ADVISORY COMMITTEE TO THE TRUSTEES OF THE AMERICAN PRINTING HOUSE FOR THE BLIND FOR FISCAL YEAR 2008

#### INTRODUCTION TO EPAC

In May of 2008, the Educational Products Advisory Committee (EPAC) met for the seventh year as a formal advisory body to the American Printing House for the Blind (APH). The committee members reviewed products under development, met with APH staff, and approved new products for sale with Quota Funds. The EPAC would like to express our thanks to the staff of APH for their congeniality and frank discussions during our stay. After thoughtful review the EPAC offers the following commendations and recommendations to APH for consideration.

#### EPAC COMMENDATIONS 2008

The Educational Products Advisory Committee commends the American Printing House for the Blind for:

1. The efforts of the Accessible Tests Department for
  - a. partnering with major assessment companies to address test accessibility issues in the field.
  - b. completion of the braille version of the *Woodcock-Johnson III: Test of Achievement*. The Accessible Tests Department learned how to work with the publisher in an efficient manner to produce a high quality and completely validated product.

2. Providing open access through a T-1 line to the technology project team, as this has stimulated creativity and innovation in this important area.
3. The progress made in the past year on the Braille Improvement Project, increasing capacity and staff morale.
4. The preparation for the sesquicentennial, demonstrating the hallmark of APH as an organization that is welcoming and hospitable to the VI field and the greater community.
5. The redesign of the building entrance and the museum redesign and accessibility features to reach out to the local community.
6. The launching of the Tactile Graphics Library and great progress in promoting its use throughout the country.



Early Literacy Instructional Software  
for Teachers of the Visually Impaired  
and their Students 4-6 yrs.  
BRAILLE EDITION  
Volume 1 of 7



*Turbo Phonics* is a computer-based, phonemic awareness and phonics program for young low vision students who are preparing to develop reading skills.



## Reports from the Advisory Committees of APH: Educational Products Advisory Committee, Fiscal Year 2008 {CONTINUED}

7. The Early Braille Tradebooks project and its related website for its user-friendliness and simplified format, providing an excellent resource for the field and alleviating the redundant efforts of teachers and transcribers previously required to produce these books.
8. The efforts of APH and its contractors in the upcoming integration and redesign of the website, e-commerce, SYSPRO, Louis and NIMAC.

### EPAC RECOMMENDATIONS 2008

The Educational Products Advisory Committee, in its effort to help the American Printing House for the Blind remain a relevant and progressive leader in the education of students with blindness and visual impairments and the leading producer of instructional materials for the field, recommends the following:

1. Related to 2007 recommendations #3 and #5, to ensure that your existing and upcoming products are in demand and relevant to the field, establish and use a standard for updating old products (e.g., *Developmental Guidelines; Best for a Nest*) and developing new products to be reflective of current thought/ best practice and sales data and to reach out to new leaders in the field or related fields.

2. Investigate and create a plan for more efficient use of research assistants for product development.
3. Continue to develop and coordinate early and emergent literacy products
  - a. By Fall 2008, develop a process for nationwide transcriber and teachers of the visually impaired participation in the development of the Early Braille Tradebooks Library.
  - b. Integrate this resource with other early and emergent literacy projects (e.g., Patterns, First Books, etc.) to complement and reinforce the concepts and skills needed for reading by blind children.
  - c. Integrate proposed Early Literacy and Emergent Literacy websites so they are not developed in isolation.

4. Give higher priority by accelerating and/or outsourcing the Patterns Series Grade 1 project such that it is ready for release by March 2009. For the third year in a row, we are frustrated that the Patterns Series Grade 1 is still not ready for field testing. If Grade 2 cannot be completed within one year after this, it should be outsourced as a high priority.
5. Prioritize the development and availability of TestReady materials for test preparation, as this can make an important and immediate impact

regarding student achievement and national standards.

6. Recruit and train another cohort of APH transcribers and develop a system for recruiting and training APH proofreaders.
7. Considering that nearly one-third of all students being served by the Act are currently identified as non-readers, we recommend APH devote additional attention to the development of literacy, communication, and curricular products for these students, including using expertise from the larger field of education of students with intellectual disabilities.
8. Accessible Test Department staff actively seek out opportunities to present at larger non-VI conferences (e.g., CEC, NASP, etc.) to inform school psychologists and others about the availability of adaptive test instruments for blind and visually impaired children.
9. Explore APH access to Internet 2 to help facilitate interactive training throughout the country.

Respectfully submitted,



Tom Winton, Chair  
Educational Products  
Advisory Committee

## Reports from the Advisory Committees of APH {CONTINUED}

### JOINT RECOMMENDATIONS OF THE EDUCATIONAL PRODUCTS ADVISORY COMMITTEE AND THE EDUCATIONAL SERVICES ADVISORY COMMITTEE, FISCAL YEAR 2008

1). In order to best fulfill the mission of APH in the immediate future, the EPAC and ESAC jointly recommend that APH assess, plan and implement a cohesive strategy that integrates organizational structure, internal and external communication, and technology to better serve its customers and support its employees' creativity and enhance their efficiency.

Our recommendation specifically includes four components:

- 1) Assessment, 2) Planning,
- 3) Implementation, and
- 4) Evaluation/Follow-up.

#### 1. Assessment

Conduct a comprehensive assessment/audit that:

- a. is completed by an outside consulting firm;
- b. is overseen by a multidisciplinary committee, to include in-house staff and one

member of each of the advisory committees;

- c. evaluates companywide information technology (IT) ability to fully access and share information internally and externally;
- d. examines service and product goals as they relate to electronic delivery systems;
- e. evaluates the structure of internal communication of projects and how business units work together; and
- f. gives consideration to hiring a strategic information leader to implement the plan if recommended by the results of the assessment.

This assessment/audit is to build upon the existing initiative that merges e-commerce, finance, NIMAC and Louis,

and is to extend to evaluating additional areas such as: sharing of information among research professionals and production staff and internet usage policies.

#### 2. Plan

Assessment leads to the development of an externally delivered plan by May 2009 that serves as a blueprint for more streamlined production and timely delivery of products and services.

#### 3. Implementation of external recommendations

#### 4. Annual Evaluation

2). The EPAC and ESAC jointly recommend the development of a process to create benchmarks and standards upon which APH will measure the outcomes of its various departments, such as error-free textbooks, on time delivery of products, etc.

### ADDENDUM TO THE ADVISORY COMMITTEE REPORTS, PROVIDED BY APH: APH PRODUCTS APPROVED FOR PURCHASE WITH FEDERAL QUOTA FUNDS, FY2008

ALL-IN-ONE Board (Velcro®/Dry Erase/Magnetic): 1-08836-00

*Brigance Diagnostic Comprehensive Inventory of Basic Skills (Green), Revised, 1999: Student Large Print Edition: 4-00000-00*

Word PlayHouse Kit: 1-03562-00

Consumable Number Lines: 1-03012-00

Flip-Over Concept Books: 1-08831-00

What Is It: 1-03535-00

Jump Rope to Fitness Kit: 1-07521-00

30-Love Tennis Kit: 1-08110-00

Textured Sorting Circles and Shapes: 1-08834-00

PATTER: Preschool Attainment Through Typical Everyday Routines: 6-76001-00

Lighting Guide Kit: 1-08941-00

Transparent CCTV Rulers: 1-03008-00, 1-03009-00

Braille/Print Yardstick: 1-03002-00

Jumbo Work-Play Tray: 1-03765-00

Azer's Interactive Periodic Table Study Set: 1-08856-00

Picture Maker Accessories: 1-08838-01

PermaBraille Sheets: 1-08881-00, 1-08882-00, 1-08883-00, 1-08884-00, 1-08885-00

Verbal View of Windows Vista & Office 2007: D-10517-00

MathBuilders Unit 6: 7-03563-00

# DISTRIBUTION OF ELIGIBLE STUDENTS

Based on the Federal Quota Census of January 1, 2007 (FY2008)

This chart lists the numbers of students registered by four major types of programs—Schools for the Blind, State Departments of Education, Programs for Students with Multiple Disabilities, and Rehabilitation Programs. The students are listed by grade and reading media.

Grades	Visual Readers	Braille Readers	Auditory Readers	Pre-Readers	Non-Readers	Totals
<b>INFANT PROGRAMS:</b>						
State Departments of Education.....	48	23	14	3055	731	3871
Schools for the Blind.....	20	25	11	988	166	1210
Rehabilitation Programs.....	1	9	14	97	50	171
Multiple Disabilities Programs.....	0	0	0	12	13	25
<b>Totals:</b>	<b>69</b>	<b>57</b>	<b>39</b>	<b>4152</b>	<b>960</b>	<b>5277</b>
<b>PRESCHOOL:</b>						
State Departments of Education.....	202	96	127	3760	970	5155
Schools for the Blind.....	22	15	15	258	74	384
Rehabilitation Programs.....	7	7	1	19	16	50
Multiple Disabilities Programs.....	0	0	0	12	9	21
<b>Totals:</b>	<b>231</b>	<b>118</b>	<b>143</b>	<b>4049</b>	<b>1069</b>	<b>5610</b>
<b>KINDERGARTEN:</b>						
State Departments of Education.....	585	203	90	999	432	2309
Schools for the Blind.....	22	15	5	46	14	102
Rehabilitation Programs.....	0	0	0	0	0	0
Multiple Disabilities Programs.....	0	0	1	0	2	3
<b>Totals:</b>	<b>607</b>	<b>218</b>	<b>96</b>	<b>1045</b>	<b>448</b>	<b>2414</b>
<b>GRADE 1:</b>						
State Departments of Education.....	758	252	103	520	367	2000
Schools for the Blind.....	29	33	5	12	9	88
Rehabilitation Programs.....	3	1	0	0	0	4
Multiple Disabilities Programs.....	0	0	0	0	0	0
<b>Totals:</b>	<b>790</b>	<b>286</b>	<b>108</b>	<b>532</b>	<b>376</b>	<b>2092</b>
<b>GRADE 2:</b>						
State Departments of Education.....	857	271	73	356	376	1933
Schools for the Blind.....	27	32	11	15	7	92
Rehabilitation Programs.....	1	0	0	1	0	2
Multiple Disabilities Programs.....	0	0	0	0	0	0
<b>Totals:</b>	<b>885</b>	<b>303</b>	<b>84</b>	<b>372</b>	<b>383</b>	<b>2027</b>
<b>GRADE 3:</b>						
State Departments of Education.....	898	248	104	220	301	1771
Schools for the Blind.....	27	28	6	6	9	76
Rehabilitation Programs.....	2	0	0	0	0	2
Multiple Disabilities Programs.....	0	1	1	0	2	4
<b>Totals:</b>	<b>927</b>	<b>277</b>	<b>111</b>	<b>226</b>	<b>312</b>	<b>1853</b>



# DISTRIBUTION OF ELIGIBLE STUDENTS<sup>{CONTINUED}</sup>

Based on the Federal Quota Census of January 1, 2007 (FY2008)

Grades	Visual Readers	Braille Readers	Auditory Readers	Pre- Readers	Non- Readers	Totals
<b>GRADE 4:</b>						
State Departments of Education.....	972	285	109	178	285	1829
Schools for the Blind.....	39	30	3	10	14	96
Rehabilitation Programs.....	5	0	0	0	0	5
Multiple Disabilities Programs .....	1	0	0	0	1	2
<b>Totals:</b>	<b>1017</b>	<b>315</b>	<b>112</b>	<b>188</b>	<b>300</b>	<b>1932</b>
<b>GRADE 5:</b>						
State Departments of Education.....	968	274	102	129	305	1778
Schools for the Blind.....	40	36	4	4	8	92
Rehabilitation Programs.....	0	0	0	0	0	0
Multiple Disabilities Programs .....	0	0	0	0	3	3
<b>Totals:</b>	<b>1008</b>	<b>310</b>	<b>106</b>	<b>133</b>	<b>316</b>	<b>1873</b>
<b>GRADE 6:</b>						
State Departments of Education.....	950	251	106	97	229	1633
Schools for the Blind.....	58	52	8	3	10	131
Rehabilitation Programs.....	2	0	0	0	0	2
Multiple Disabilities Programs .....	0	0	0	0	0	0
<b>Totals:</b>	<b>1010</b>	<b>303</b>	<b>114</b>	<b>100</b>	<b>239</b>	<b>1766</b>
<b>GRADE 7:</b>						
State Departments of Education.....	984	266	93	84	235	1662
Schools for the Blind.....	67	70	9	6	11	163
Rehabilitation Programs.....	0	0	0	0	0	0
Multiple Disabilities Programs .....	0	0	0	0	0	0
<b>Totals:</b>	<b>1051</b>	<b>336</b>	<b>102</b>	<b>90</b>	<b>246</b>	<b>1825</b>
<b>GRADE 8:</b>						
State Departments of Education.....	1029	247	110	49	256	1691
Schools for the Blind.....	80	80	10	4	12	186
Rehabilitation Programs.....	0	0	0	1	0	1
Multiple Disabilities Programs .....	0	0	0	0	1	1
<b>Totals:</b>	<b>1109</b>	<b>327</b>	<b>120</b>	<b>54</b>	<b>269</b>	<b>1879</b>
<b>GRADE 9:</b>						
State Departments of Education.....	1072	273	126	55	277	1803
Schools for the Blind.....	79	83	13	5	10	190
Rehabilitation Programs.....	0	0	1	1	0	2
Multiple Disabilities Programs .....	1	0	0	1	0	2
<b>Totals:</b>	<b>1152</b>	<b>356</b>	<b>140</b>	<b>62</b>	<b>287</b>	<b>1997</b>
<b>GRADE 10:</b>						
State Departments of Education.....	1015	282	136	32	251	1716
Schools for the Blind.....	91	94	10	7	13	215
Rehabilitation Programs.....	6	0	1	0	0	7
Multiple Disabilities Programs .....	0	0	0	0	0	0
<b>Totals:</b>	<b>1112</b>	<b>376</b>	<b>147</b>	<b>39</b>	<b>264</b>	<b>1938</b>

# DISTRIBUTION OF ELIGIBLE STUDENTS<sub>{CONTINUED}</sub>

Based on the Federal Quota Census of January 1, 2007 (FY2008)

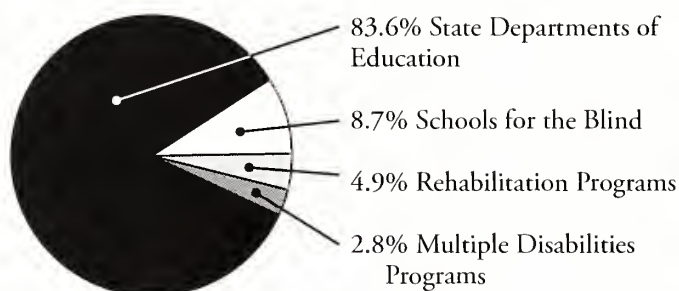
Grades	Visual Readers	Braille Readers	Auditory Readers	Pre- Readers	Non- Readers	Totals
<b>GRADE 11:</b>						
State Departments of Education.....	894	259	115	30	200	1498
Schools for the Blind.....	76	90	12	3	16	197
Rehabilitation Programs.....	1	0	0	0	0	1
Multiple Disabilities Programs.....	1	0	0	0	1	2
<b>Totals:</b>	<b>972</b>	<b>349</b>	<b>127</b>	<b>33</b>	<b>217</b>	<b>1698</b>
<b>GRADE 12:</b>						
State Departments of Education.....	902	281	155	31	375	1744
Schools for the Blind.....	86	119	26	8	25	264
Rehabilitation Programs.....	11	5	4	2	0	22
Multiple Disabilities Programs.....	0	0	1	0	1	2
<b>Totals:</b>	<b>999</b>	<b>405</b>	<b>186</b>	<b>41</b>	<b>401</b>	<b>2032</b>
<b>ACADEMIC NONGRADED:</b>						
State Departments of Education.....	393	78	149	169	839	1628
Schools for the Blind.....	60	93	53	50	111	367
Rehabilitation Programs.....	2	0	0	0	4	6
Multiple Disabilities Programs.....	2	0	1	0	8	11
<b>Totals:</b>	<b>457</b>	<b>171</b>	<b>203</b>	<b>219</b>	<b>962</b>	<b>2012</b>
<b>POSTGRADUATE:</b>						
State Departments of Education.....	24	6	14	28	35	107
Schools for the Blind.....	11	6	5	1	0	23
Rehabilitation Programs.....	0	0	0	0	0	0
Multiple Disabilities Programs.....	0	0	3	0	0	3
<b>Totals:</b>	<b>35</b>	<b>12</b>	<b>22</b>	<b>29</b>	<b>35</b>	<b>133</b>
<b>VOCATIONAL:</b>						
State Departments of Education.....	30	6	11	1	17	65
Schools for the Blind.....	6	29	13	0	1	49
Rehabilitation Programs.....	0	0	1	0	0	1
Multiple Disabilities Programs.....	0	0	0	0	0	0
<b>Totals:</b>	<b>36</b>	<b>35</b>	<b>25</b>	<b>1</b>	<b>18</b>	<b>115</b>
<b>ADULT STUDENTS:</b>						
State Departments of Education.....	412	215	680	54	2472	3833
Schools for the Blind.....	40	28	22	5	132	227
Rehabilitation Programs.....	845	478	961	58	242	2584
Multiple Disabilities Programs.....	39	11	102	20	1268	1440
<b>Totals:</b>	<b>1336</b>	<b>732</b>	<b>1765</b>	<b>137</b>	<b>4114</b>	<b>8084</b>
<b>OTHER REGISTRANTS:</b>						
State Departments of Education.....	763	191	509	1038	8260	10761
Schools for the Blind.....	102	87	112	118	492	911
Rehabilitation Programs.....	0	1	22	0	9	32
Multiple Disabilities Programs.....	1	3	9	5	109	127
<b>Totals:</b>	<b>866</b>	<b>282</b>	<b>652</b>	<b>1161</b>	<b>8870</b>	<b>11831</b>

# DISTRIBUTION OF ELIGIBLE STUDENTS<sub>{CONTINUED}</sub>

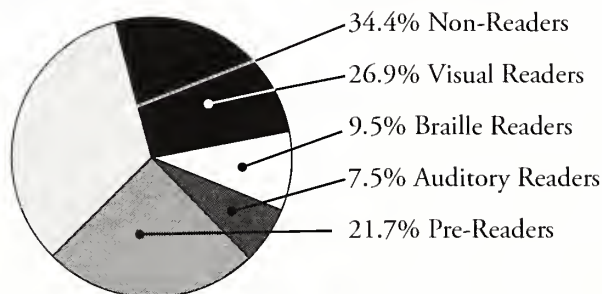
Based on the Federal Quota Census of January 1, 2007 (FY2008)

Grades	Visual Readers	Braille Readers	Auditory Readers	Pre-Readers	Non-Readers	Totals
<b>TOTALS:</b>						
State Departments of Education .....	13756	4007	2926	10885	17213	48787
Schools for the Blind .....	982	1045	353	1549	1134	5063
Rehabilitation Programs .....	886	501	1005	179	321	2892
Multiple Disabilities Programs .....	45	15	118	50	1418	1646
<b>Totals: .....</b>	<b>15669</b>	<b>5568</b>	<b>4402</b>	<b>12663</b>	<b>20086</b>	<b>58388</b>

## STUDENT PERCENTAGES BY PROGRAM TYPE:



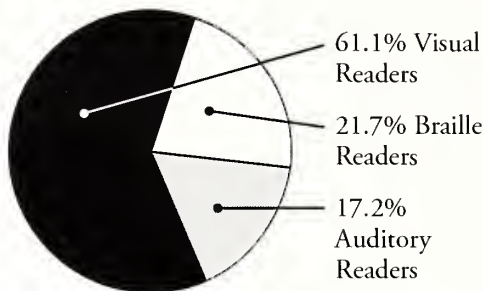
## STUDENT PERCENTAGES BY PRIMARY READING MEDIUM REPORTING CODES:



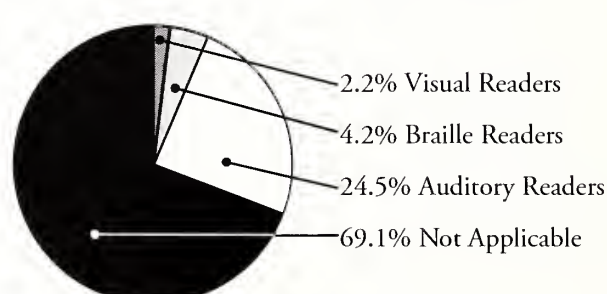
## EXPLANATION OF READING MEDIA:

- **Visual Reader:** Students primarily using print
- **Braille Reader:** Students primarily using braille
- **Auditory Reader:** Students primarily using a reader or auditory material
- **Pre-Reader:** Students working on or toward a readiness level; infants, preschoolers, or older students with reading potential
- **Non-Reader:** Students who show no reading potential; students who do not fall in any of the above categories.

## STUDENT READERS BY READING MEDIUM:



## STUDENT PERCENTAGES BY SECONDARY READING MEDIUM REPORTING CODES:



## APPROPRIATE USE OF FEDERAL QUOTA CENSUS DATA:

The specific purpose of the annual Federal Quota Census is to register students in the United States and outlying areas who meet the definition of blindness and are, therefore, eligible for adapted educational materials from APH through the Act to Promote the Education of the Blind.

*Statements regarding student literacy, use of appropriate learning media, and students taught in a specific medium cannot be supported using APH registration data.*

**Note:** These data were collected and prepared by the Department of Field Services of the American Printing House for the Blind in the administration of the Federal Act to Promote the Education of the Blind of 1879.



# AGENCIES RECEIVING FEDERAL QUOTA FUNDS

## Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2008

State and Agency	Pupils as of January 1, 2007	FY 2008 Allocation in Dollars
<b>ALABAMA</b>		
Alabama State Department of Education, Talladega	813	241,390.30
Alabama State Department of Education, *PNP, Talladega	84	24,940.70
Alabama Institute for Deaf and Blind, Talladega	305	90,558.48
<b>ALASKA</b>		
Alaska State Department of Education, Anchorage	164	48,693.74
<b>AMERICAN SAMOA</b>		
American Samoa Department of Education, Pago Pago	12	3,562.96
<b>ARIZONA</b>		
Arizona State Department of Education, Phoenix	988	293,350.08
Arizona State Schools for the Deaf and the Blind, Tucson	246	73,040.61
<b>ARKANSAS</b>		
Arkansas State Department of Education, Sherwood	285	84,620.22
Arkansas State Department of Education, PNP, Sherwood	78	23,159.22
Arkansas School for the Blind, Little Rock	91	27,019.09
Lions World Services for the Blind, Little Rock	56	16,627.13
Conway Human Development Center, Conway	79	23,456.13
<b>CALIFORNIA</b>		
California Department of Education, Sacramento	5,070	1,505,348.96
California Department of Education, PNP, Sacramento	832	247,031.65
California School for the Blind, Fremont	78	23,159.22
Braille Institute of America, Los Angeles	53	15,736.39
Orientation Center for the Blind, Albany	15	4,453.70
<b>COLORADO</b>		
Colorado Department of Education, Colorado Springs	685	203,385.43
Colorado School for the Deaf and the Blind, Colorado Springs	54	16,033.30
Rehabilitation Center, Denver	16	4,750.61

**Note:** The agencies in this section are in the following order within each state: State Departments of Education, Schools for the Blind, Rehabilitation Programs, Programs for Students with Multiple Disabilities.

**\*Note:** The abbreviation "PNP" means "Private, Non-profit."

# AGENCIES RECEIVING QUOTA FUNDS<sub>{CONTINUED}</sub>

Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2008

State and Agency	Pupils as of January 1, 2007	FY 2008 Allocation in Dollars
<b>CONNECTICUT</b>		
Board of Education & Services for the Blind, Windsor	646	191,805.82
Board of Education & Services for the Blind, PNP, Windsor	5	1,484.57
Oak Hill School, Hartford	15	4,453.70
Connecticut State Department of Mental Retardation, Hartford	89	26,425.26
<b>DELAWARE</b>		
State Department of Education, New Castle	46	13,658.00
Division for the Visually Impaired, New Castle	138	40,974.00
<b>DISTRICT OF COLUMBIA</b>		
District of Columbia Public Schools, Washington, DC	73	21,674.65
District of Columbia Department of Human Services, Washington, DC	5	1,484.57
Columbia Lighthouse for the Blind, Riverdale, MD	137	40,677.09
<b>FLORIDA</b>		
Florida State Department of Education, Tampa	1,730	513,659.55
Florida State Department of Education, PNP, Tampa	102	30,285.13
Florida School for the Deaf and the Blind, St. Augustine	190	56,413.48
Division of Blind Services, Daytona Beach	62	18,408.61
Miami Lighthouse for the Blind, Inc., Miami	63	18,705.52
Conklin Centers for the Blind, Daytona Beach	35	10,391.96
<b>GEORGIA</b>		
Georgia State Department of Education, Clarkston	1,036	307,601.91
Georgia State Department of Education, PNP, Clarkston	9	2,672.22
Georgia Academy for the Blind, Macon	108	32,066.61
Center for the Visually Impaired, Atlanta	52	15,439.48
East Central Regional Hospital, Gracewood	6	1,781.48
<b>GUAM</b>		
Guam Department of Education, Hagatña	19	5,641.35
<b>HAWAII</b>		
Hawaii Department of Education, Honolulu	166	49,287.56
Hawaii Department of Education, PNP, Honolulu	37	10,985.78
Hawaii Center for the Deaf and the Blind, Honolulu	3	890.74



# AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

## Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2008

State and Agency	Pupils as of January 1, 2007	FY 2008 Allocation in Dollars
<b>IDAHO</b>		
Idaho State Department of Education, Gooding	241	71,556.04
Idaho State Department of Education, PNP, Gooding	6	1,781.48
Idaho School for the Deaf and the Blind, Gooding	24	7,125.91
Idaho Commission for the Blind, Boise	14	4,156.78
Idaho State School and Hospital, Nampa	5	1,484.57
<b>ILLINOIS</b>		
Illinois State Board of Education, Chicago	1,823	541,272.46
Illinois State Board of Education, PNP, Chicago	537	159,442.30
Illinois School for the Visually Impaired, Jacksonville	79	23,456.13
The Hadley School for the Blind, Winnetka	1,028	305,226.60
The Chicago Lighthouse for People Who Are Blind or Visually Impaired, Chicago	282	83,729.48
Illinois Center for Rehabilitation and Education—Wood, Chicago	37	10,985.78
The Hope School, Springfield	10	2,969.13
<b>INDIANA</b>		
Indiana Department of Education, Indianapolis	730	216,746.52
Indiana Department of Education, PNP, Indianapolis	9	2,672.22
Indiana School for the Blind, Indianapolis	122	36,223.39
Indiana Department of Education, Adult Students, Indianapolis	83	24,643.78
<b>IOWA</b>		
Iowa Department of Education, Des Moines	412	122,328.17
Iowa Department of Education, PNP, Des Moines	3	890.74
Iowa Braille and Sight Saving School, Vinton	24	7,125.91
Iowa Department for the Blind, Des Moines	17	5,047.52
Glenwood Resource Center, Glenwood	36	10,688.87
<b>KANSAS</b>		
Kansas State Board of Education, Kansas City	417	123,812.74
Kansas State Board of Education, PNP, Kansas City	127	37,707.96
Kansas State School for the Blind, Kansas City	43	12,767.26
Services for the Blind, Topeka	9	2,672.22

# AGENCIES RECEIVING QUOTA FUNDS<sup>{CONTINUED}</sup>

## Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2008

State and Agency	Pupils as of January 1, 2007	FY 2008 Allocation in Dollars
<b>KENTUCKY</b>		
Kentucky Department of Education, Louisville	630	187,055.21
Kentucky Department of Education, PNP, Louisville	61	18,111.70
Kentucky School for the Blind, Louisville	63	18,705.52
Kentucky Department for the Blind, Louisville	26	7,719.74
<b>LOUISIANA</b>		
Louisiana Department of Education, Baton Rouge	364	108,076.35
Louisiana Department of Education, PNP, Baton Rouge	2	593.83
Louisiana School for the Visually Impaired, Baton Rouge	70	20,783.91
Louisiana Center for the Blind, Ruston	46	13,658.00
The Lighthouse for the Blind in New Orleans Inc., New Orleans	2	593.83
<b>MAINE</b>		
Maine Division for the Blind and Visually Impaired, Bangor	210	62,351.74
Maine Division for the Blind and Visually Impaired, PNP, Bangor	5	1,484.57
<b>MARYLAND</b>		
Maryland State Department of Education, Baltimore	754	223,872.43
Maryland State Department of Education, PNP, Baltimore	174	51,662.87
The Maryland School for the Blind, Baltimore	159	47,209.17
<b>MASSACHUSETTS</b>		
Massachusetts Department of Education, Malden	1,395	414,193.69
Massachusetts Department of Education, PNP, Malden	64	19,002.43
Perkins School for the Blind - Infants and Toddlers, Watertown	252	74,822.09
The Carroll Center for the Blind, Newton	20	5,938.26
Massachusetts Association for the Blind, Brookline	15	4,453.70
Massachusetts Commission for the Blind, Boston	239	70,962.22
Walter E. Fernald State School, Waltham	53	15,736.39
Perkins School for the Blind - School Programs, Watertown	157	46,615.35
<b>MICHIGAN</b>		
Michigan State Department of Education, Flint	2,072	615,203.81
Michigan Commission for the Blind Training Center, Kalamazoo	231	68,586.91
Visually Handicapped Services/Detroit Receiving Hospital and University Health Center, Detroit	12	3,562.96
Michigan State Department of Education - PNP, Flint	11	3,266.04



# AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

## Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2008

State and Agency	Pupils as of January 1, 2007	FY 2008 Allocation in Dollars
<b>MINNESOTA</b>		
Minnesota Department of Education, Faribault	787	233,670.56
Minnesota Department of Education, PNP, Faribault	9	2,672.22
Minnesota State Academy for the Blind, Faribault	41	12,173.43
Blind, Inc., Minneapolis	14	4,156.78
Vision Loss Resources, Minneapolis	5	1,484.57
<b>MISSISSIPPI</b>		
Mississippi State Department of Education, Jackson	131	38,895.61
Mississippi School for the Blind, Jackson	85	25,237.61
Addie McBryde Rehabilitation Center for the Blind, Jackson	26	7,719.74
<b>MISSOURI</b>		
Department of Elementary and Secondary Education, St. Louis	886	263,064.95
Department of Elementary and Secondary Education, PNP, St. Louis	189	56,116.56
Missouri School for the Blind, St. Louis	69	20,487.00
Alphapointe Association for the Blind, Kansas City	6	1,781.48
Missouri Family Support Division, Jefferson City	35	10,391.96
<b>MONTANA</b>		
Montana State Department of Public Instruction, Great Falls	173	51,365.96
Montana State Department of Public Instruction, PNP, Great Falls	2	593.83
Montana School for the Deaf and the Blind, Great Falls	16	4,750.61
<b>NEBRASKA</b>		
Nebraska State Department of Education, Nebraska City	425	126,188.04
Nebraska State Department of Education PNP, Nebraska City	3	890.74
Nebraska Center for the Education of Children Who Are Blind or Visually Impaired, Nebraska City	13	3,859.87
<b>NEVADA</b>		
Nevada Department of Education, Carson City	308	91,449.22
<b>NEW HAMPSHIRE</b>		
New Hampshire Department of Education, Concord	143	42,458.56

# AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

## Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2008

State and Agency	Pupils as of January 1, 2007	FY 2008 Allocation in Dollars
<b>NEW JERSEY</b>		
New Jersey Commission for the Blind and Visually Impaired, Newark	1,656	491,687.99
St. Joseph's School for the Blind, Jersey City	124	36,817.22
<b>NEW MEXICO</b>		
New Mexico State Department of Education, Alamogordo	422	125,297.30
New Mexico State Department of Education, PNP, Alamogordo	12	3,562.96
New Mexico School for the Visually Handicapped, Alamogordo	92	27,316.00
<b>NEW YORK</b>		
New York State Education Department, Batavia	2,801	831,653.41
New York State Education Department, PNP, Batavia	1,246	369,953.64
Lavelle School for the Blind, Bronx	106	31,472.78
The New York Institute for Special Education, Bronx	97	28,800.56
New York State School for the Blind, Batavia	61	18,111.70
Helen Keller National Center, Sands Point	31	9,204.30
<b>NORTH CAROLINA</b>		
North Carolina Department of Public Instruction, Raleigh	961	285,333.43
North Carolina Department of Public Instruction, PNP, Raleigh	333	98,872.04
The Governor Morehead School, Raleigh	311	92,339.95
Division of Services for the Blind, Raleigh	19	5,641.35
<b>NORTH DAKOTA</b>		
Department of Public Instruction, Grand Forks	168	49,881.39
Department of Public Instruction, PNP, Grand Forks	15	4,453.70
North Dakota School for the Blind, Grand Forks	90	26,722.17
<b>OHIO</b>		
Ohio State Department of Education, Columbus	1,436	426,367.12
Ohio State Department of Education, PNP, Columbus	9	2,672.22
Ohio State School for the Blind, Columbus	98	29,097.48
<b>OKLAHOMA</b>		
Oklahoma Department of Education, Oklahoma City	834	247,625.47
Oklahoma School for the Blind, Muskogee	71	21,080.83



# AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

## Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2008

State and Agency	Pupils as of January 1, 2007	FY 2008 Allocation in Dollars
<b>OREGON</b>		
Oregon Department of Education, Salem	583	173,100.30
Oregon State School for the Blind, Salem	27	8,016.65
<b>PENNSYLVANIA</b>		
Pennsylvania Department of Education, Harrisburg	1,602	475,654.68
Pennsylvania Department of Education, PNP, Harrisburg	17	5,047.52
Overbrook School for the Blind, Philadelphia	383	113,717.69
Western Pennsylvania School for Blind Children, Pittsburgh	163	48,396.82
Blind & Vision Rehabilitation Services of Pittsburgh, Homestead	31	9,204.30
Royer-Greaves School for the Blind, Paoli	28	8,313.57
<b>PUERTO RICO</b>		
Puerto Rico Department of Education, San Juan	654	194,181.13
Puerto Rico Department of Education, PNP, San Juan	10	2,969.13
Instituto Loaiza Cordero Para Niños Ciegos, Santurce	87	25,831.43
Rehabilitation Center for the Blind of Puerto Rico, San Juan	22	6,532.09
<b>RHODE ISLAND</b>		
Rhode Island Department of Education, Providence	145	43,052.39
Rhode Island Department of Education, PNP, Providence	53	15,736.39
<b>SOUTH CAROLINA</b>		
South Carolina Department of Education, Florence	444	131,829.39
South Carolina School for the Deaf, Blind, and Multihandicapped, Columbia	195	57,898.04
South Carolina Commission for the Blind, Columbia	21	6,235.17
South Carolina School for the Deaf, Blind, and Multihandicapped, PNP, Columbia	48	14,251.83
South Carolina Department of Disabilities and Special Needs, Columbia	461	136,876.91
<b>SOUTH DAKOTA</b>		
South Dakota Department of Education, Pierre	76	22,565.39
South Dakota School for the Blind & Visually Impaired, Aberdeen	134	39,786.35
South Dakota Rehabilitation Center for the Blind, Sioux Falls	3	890.74

# AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

## Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2008

State and Agency	Pupils as of January 1, 2007	FY 2008 Allocation in Dollars
<b>TENNESSEE</b>		
Tennessee State Department of Education, Nashville	889	263,955.69
Tennessee State Department of Education, PNP, Nashville	45	13,361.09
Tennessee School for the Blind, Nashville	159	47,209.17
<b>TEXAS</b>		
Texas Education Agency, PNP, Austin	5	1,484.57
Texas Education Agency, Austin	4,698	1,394,897.44
Texas School for the Blind and Visually Impaired, Austin	129	38,301.78
The Lighthouse for the Blind of Houston, Houston	64	19,002.43
Criss Cole Rehabilitation Center, Austin	61	18,111.70
Texas Department of Mental Health/Mental Retardation, Austin	750	222,684.78
<b>UTAH</b>		
Utah State Office of Education, Ogden	465	138,064.56
Utah Schools for the Deaf and the Blind, Ogden	206	61,164.09
<b>VERMONT</b>		
Vermont State Department of Education, Burlington	129	38,301.78
<b>VIRGIN ISLANDS</b>		
Virgin Islands Department of Education, Christiansted, St. Thomas	20	5,938.26
<b>VIRGINIA</b>		
Virginia Department of Education, Richmond	953	282,958.12
Virginia School at Hampton, Hampton	21	6,235.17
Virginia School for the Deaf and the Blind—Staunton, Staunton	20	5,938.26
Department for the Blind and Vision Impaired, Richmond	70	20,783.91
Department for the Blind and Vision Impaired, PNP, Richmond	21	6,235.17
<b>WASHINGTON</b>		
Washington State Department of Public Instruction, Vancouver	794	235,748.95
Washington State Department of Public Instruction, PNP, Vancouver	65	19,299.35
Washington State School for the Blind, Vancouver	50	14,845.65

# AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

## Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2008

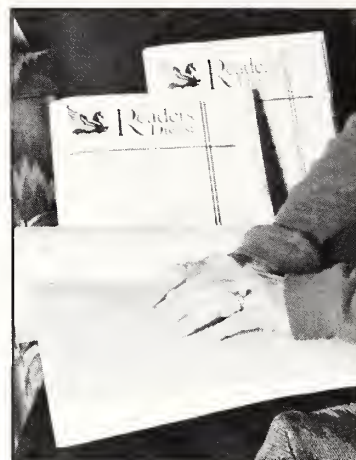
State and Agency	Pupils as of January 1, 2007	FY 2008 Allocation in Dollars
<b>WEST VIRGINIA</b>		
West Virginia State Department of Education, Romney	256	76,009.74
West Virginia Schools for the Deaf and the Blind, Romney	104	30,878.96
West Virginia State Department of Education, PNP, Romney	4	1,187.65
<b>WISCONSIN</b>		
Wisconsin Department of Public Instruction, Madison	674	200,119.39
Wisconsin Department of Public Instruction, PNP, Madison	18	5,344.43
Wisconsin School for the Visually Handicapped and Educational Services for the Visually Impaired, Janesville	43	12,767.26
<b>WYOMING</b>		
Wyoming Department of Education, Sheridan	89	26,425.26
Wyoming Department of Education, PNP, Sheridan	59	17,517.87
<b>Totals</b>	<b>58,388</b>	<b>17,336,158.34</b>



# DEPARTMENT OF DEVELOPMENT

## Department of Development and Magazine Services

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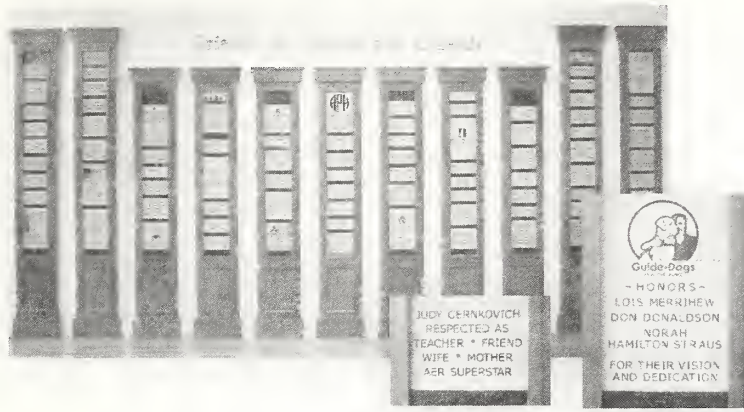
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## Department of Development and Magazine Services



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- The annuity payment is fixed at the time the gift is made and will not change.
- You receive the satisfaction of knowing that your significant gift helped our nation's children and adults who are blind.

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If you wish to make American Printing House for the Blind the recipient of a personal bequest, one of the following statements may be used:

"I hereby give, devise, and bequeath to the American Printing House for the Blind, Inc., Louisville, Kentucky, my entire estate."

-OR-

"I hereby give, devise, and bequeath to the American Printing House for the Blind, Inc., Louisville, Kentucky, the sum of \_\_\_\_\_ dollars (\$\_\_\_\_\_)."

-OR-

"I give, devise, and bequeath to the American Printing House for the Blind, Inc., Louisville, Kentucky, (state a fraction or a percentage) of the rest, residue, or remainder of my estate, whether real or personal."

*Always consult your lawyer before making or changing your Will.*

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# REVENUE STATEMENT

## FOR THE YEARS ENDED SEPTEMBER 30, 2008 AND 2007

The American Printing House for the Blind (APH) creates educational, workplace, and life-style products for people who are visually impaired or blind.

### PRODUCTS DISTRIBUTED AND SOLD:

	2008	2007
Braille	\$ 3,051,953	\$ 2,971,181
Recording and Duplication	2,478,453	1,631,538
Large Type	5,232,433	5,163,234
Educational Aids	9,170,920	7,507,771
Electronic Products	2,791,483	2,800,398
Other	(1,873,430)	(1,520,257)
<b>TOTAL PRODUCTS SOLD</b>	<b>20,851,812</b>	<b>18,553,865</b>

### OTHER INCOME:

	2008	2007
Contributions	186,617	900,883
Bequests	1,349,212	1,446,191
Interest and Dividends	1,824,134	1,903,400
Net Gain (Loss) on Investments	(13,149,138)	7,746,612
Miscellaneous	1,645,211	1,956,064
<b>TOTAL OTHER INCOME (LOSS)</b>	<b>(8,143,964)</b>	<b>13,953,150</b>
<b>TOTAL REVENUE</b>	<b>\$ 12,707,848</b>	<b>\$ 32,507,015</b>



# STATEMENTS OF FINANCIAL POSITION

September 30,	2008	2007
<b><u>ASSETS</u></b>		
Cash and cash equivalents	\$ 3,935,759	\$ 3,710,228
Investments	77,861,265	88,662,993
Accounts receivable, trade	674,749	1,258,813
Government programs receivable	288,052	418,783
Beneficial interest under split-interest agreements	82,673	59,475
Inventories	6,291,171	7,570,276
Prepaid expenses	61,112	19,585
Overfunded benefit plan asset	5,783,894	6,163,562
Investments, the use of which is limited	2,614,638	3,049,311
Property and equipment, net of accumulated depreciation	3,948,634	3,242,798
<b><u>TOTAL ASSETS</u></b>	<b>101,541,947</b>	<b>114,155,824</b>
<b><u>LIABILITIES AND NET ASSETS</u></b>		
<b><u>LIABILITIES</u></b>		
Accounts payable and customer deposits	1,733,122	1,471,365
Accrued payroll	372,520	263,806
Accrued taxes and payroll withholdings	62,249	82,364
Accrued vacation	616,688	611,095
Annuities payable	1,641,681	1,010,937
Underfunded benefit plan obligation	9,896,540	6,554,604
Deferred compensation liability	354,465	397,683
Other accrued expenses	335,000	103,299
<b><i>Total Liabilities</i></b>	<b>15,012,265</b>	<b>10,495,153</b>
<b><u>NET ASSETS</u></b>		
Unrestricted	83,776,281	100,472,204
Temporarily restricted	138,763	139,156
Permanently restricted	2,614,638	3,049,311
<b><i>Total Net Assets</i></b>	<b>86,529,682</b>	<b>103,660,671</b>
<b><u>TOTAL LIABILITIES AND NET ASSETS</u></b>	<b>\$ 101,541,947</b>	<b>114,155,824</b>

Full audited financial statements are available on request.

# STATEMENTS OF ACTIVITIES

## Statements of Activities and Changes in Net Assets 2008

Year Ended September 30,

	Unrestricted		
	General Fund	Endowment Fund	Total
<i><b>SUPPORT, REVENUES, AND GAINS</b></i>			
Products distributed and sold	\$ 20,851,812	\$	\$ 20,851,812
Contributions and bequests	1,134,238	378,392	1,512,630
Interest and dividends	537,096	1,287,038	1,824,134
Grants	435,446		435,446
Miscellaneous income	1,210,591	(826)	1,209,765
Net assets released from restrictions	23,592		23,592
<i><b>Total Support, Revenues, and Gains</b></i>	<i><b>24,192,775</b></i>	<i><b>1,664,604</b></i>	<i><b>25,857,379</b></i>
<i><b>EXPENSES AND LOSSES</b></i>			
Costs of products distributed and sold	15,970,131		15,970,131
General and administrative	4,559,743	862,696	5,422,439
Program support	710,981	2,806,233	3,517,214
Fund-raising and development	779,253		779,253
Loss on investments	87,369	12,627,096	12,714,465
Miscellaneous expense	167,266		167,266
Investment fees		260,930	260,930
<i><b>Total Expenses and Losses</b></i>	<i><b>22,274,743</b></i>	<i><b>16,556,955</b></i>	<i><b>38,831,698</b></i>
<i><b>NET EXPENSE FOR THE RETIREMENT PLAN</b></i>	<i><b>3,721,604</b></i>	<i><b>0</b></i>	<i><b>3,721,604</b></i>
<i><b>CHANGE IN NET ASSETS</b></i>	<i><b>(1,803,572)</b></i>	<i><b>(14,892,351)</b></i>	<i><b>(16,695,923)</b></i>
<i><b>NET ASSETS, BEGINNING OF YEAR</b></i>	<i><b>24,809,103</b></i>	<i><b>75,663,101</b></i>	<i><b>100,472,204</b></i>
<i><b>NET ASSETS, END OF YEAR</b></i>	<i><b>\$ 23,005,531</b></i>	<i><b>\$ 60,770,750</b></i>	<i><b>\$ 83,776,281</b></i>

# STATEMENTS OF ACTIVITIES {CONTINUED}

## Statements of Activities and Changes in Net Assets 2008

2008					
Temporarily Restricted			Permanently Restricted		
General Fund	Endowment Fund	Total	Endowment Fund	Total	
\$	\$	\$	\$	\$	20,851,812
	23,199	23,199			1,535,829
					1,824,134
					435,446
					1,209,765
(23,592)		(23,592)			
(23,592)	23,199	(393)	0		25,856,986
					15,970,131
					5,422,439
					3,517,214
					779,253
			434,673		13,149,138
					167,266
					260,930
0	0	0	434,673		39,266,371
0	0	0	0		3,721,604
(23,592)	23,199	(393)	(434,673)		(17,130,989)
79,682	59,474	139,156	3,049,311		103,660,671
\$ 56,090	\$ 82,673	\$ 138,763	\$ 2,614,638	\$	86,529,682



# STATEMENTS OF ACTIVITIES<sub>{CONTINUED}</sub>

## Statements of Activities and Changes in Net Assets 2007

Year Ended September 30,

	Unrestricted		
	General	Endowment	Total
	Fund	Fund	
<i>SUPPORT, REVENUES, AND GAINS</i>			
Products distributed and sold	\$ 18,553,865	\$	\$ 18,553,865
Contributions and bequests	926,874	1,409,990	2,336,864
Interest and dividends	602,173	1,301,227	1,903,400
Grants	735,578		735,578
Gain on investments	68,693	7,470,022	7,538,715
Miscellaneous income	1,219,489	997	1,220,486
Net assets released from restrictions	11,973	234,464	246,437
<i>Total Support, Revenues, and Gains</i>	<i>22,118,645</i>	<i>10,416,700</i>	<i>32,535,345</i>
<i>EXPENSES AND LOSSES</i>			
Costs of products distributed and sold	14,061,305		14,061,305
General and administrative	4,228,090	289,761	4,517,851
Program support	553,571	2,493,656	3,047,227
Fund-raising and development	844,291		844,291
Miscellaneous expense	153,630		153,630
Investment fees		256,063	256,063
<i>Total Expenses and Losses</i>	<i>19,840,887</i>	<i>3,039,480</i>	<i>22,880,367</i>
<i>CHANGE IN NET ASSETS BEFORE EFFECT OF ADOPTION OF FASB STATEMENT NO. 158</i>	<i>2,277,758</i>	<i>7,377,220</i>	<i>9,654,978</i>
<i>EFFECT OF ADOPTION OF RECOGNITION AND MEASUREMENT DATE PROVISIONS OF FASB STATEMENT NO. 158</i>	<i>(2,702,666)</i>	<i>0</i>	<i>(2,702,666)</i>
<i>CHANGE IN NET ASSETS</i>	<i>(424,908)</i>	<i>7,377,220</i>	<i>6,952,312</i>
<i>NET ASSETS, BEGINNING OF YEAR</i>	<i>25,234,011</i>	<i>68,285,881</i>	<i>93,519,892</i>
<i>NET ASSETS, END OF YEAR</i>	<i>\$ 24,809,103</i>	<i>\$ 75,663,101</i>	<i>\$ 100,472,204</i>

# STATEMENTS OF ACTIVITIES<sup>{CONTINUED}</sup>

## Statements of Activities and Changes in Net Assets 2007

2007					
Temporarily Restricted			Permanently Restricted		
General Fund	Endowment Fund	Total	Endowment Fund	Total	
\$	\$	\$	\$	\$	18,553,865
	10,210	10,210			2,347,074
					1,903,400
					735,578
			207,897		7,746,612
					1,220,486
(11,973)	(234,464)	(246,437)			
(11,973)	(224,254)	(236,227)	207,897		32,507,015
					14,061,305
					4,517,851
					3,047,227
					844,291
					153,630
					256,063
0	0	0	0		22,880,367
(11,973)	(224,254)	(236,227)	207,897		9,626,648
0	0	0	0		(2,702,666)
(11,973)	(224,254)	(236,227)	207,897		6,923,982
91,655	283,728	375,383	2,841,414		96,736,689
\$ 79,682	\$ 59,474	\$ 139,156	\$ 3,049,311	\$	103,660,671

# STATEMENTS OF CASH FLOWS

Year Ended September 30,	2008	2007
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Cash received from customers	\$ 21,574,903	\$ 20,441,848
Cash paid to suppliers, employees, and others	(23,622,891)	(23,046,851)
Cash received from gifts and bequests	2,125,078	2,571,327
Interest and dividends	1,814,307	1,985,344
Other income and support	1,645,211	1,220,486
<i>Net Cash Provided by Operating Activities</i>	<b>3,536,608</b>	<b>3,172,154</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Proceeds from sale of marketable securities	21,141,856	20,881,801
Purchase of marketable securities	(23,054,593)	(27,066,305)
Purchase of property and equipment	(1,416,637)	(398,564)
<i>Net Cash Used in Investing Activities</i>	<b>(3,329,374)</b>	<b>(6,583,068)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from contributions restricted for investment subject to annuity agreements	157,609	197,581
Payments of annuity obligations	(139,312)	(164,566)
<i>Net Cash Provided by Financing Activities</i>	<b>18,297</b>	<b>33,015</b>
<b>INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>225,531</b>	<b>(3,377,899)</b>
<b>CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR</b>	<b>3,710,228</b>	<b>7,088,127</b>
<b>CASH AND CASH EQUIVALENTS, END OF YEAR</b>	<b>\$ 3,935,759</b>	<b>\$ 3,710,228</b>



# SCHEDULES OF COSTS

## Schedules of Costs of Products Distributed, General and Administrative, Program Support, Fund-Raising and Development Functional Expenses 2008

Year Ended September 30,	2008				
	Program A	Program B	Fund-Raising	Development	Total
Cost of materials and production	\$	\$ 8,494,199	\$	\$	\$ 8,494,199
Labor costs	148,929	9,955,577	82,356	322,954	10,509,816
Supplies	4,421	623,338	12,366	(12,052)	628,073
Dues and subscriptions	1,041	29,867	470	1,145	32,523
Travel	2,573	188,588		3,523	194,684
Professional service fees	1,887	2,947,126	210,258	13,415	3,172,686
Legal fees		31,348	172		31,520
Public relations	4,127	118,991	66	2,795	125,979
Public education	1,341	55	150	35	1,581
Utilities and telephone	20	362,751		330	363,101
Postage	1,039	91,021	115,999	12,122	220,181
Equipment rental and maintenance	2,701	965,359		9,257	977,317
Insurance	2,500	79,762			82,262
Depreciation	15,350	694,425			709,775
Rent	16,800	(16,800)			
Other	1,277	140,171	3,867	25	145,340
<i>Total Program Expenses</i>	\$ 204,006	\$ 24,705,778	\$ 425,704	\$ 353,549	\$ 25,689,037

Program A: Callahan Museum

Program B: Production, support and administrative expenses related to  
producing products for people who are blind or visually impaired.

# SCHEDULES OF COSTS {CONTINUED}

## Schedules of Costs of Products Distributed, General and Administrative, Program Support, Fund-Raising and Development Functional Expenses 2007

Year Ended September 30,	2007				
	Program A	Program B	Fund-Raising	Development	Total
Cost of materials and production	\$	\$ 6,620,908	\$	\$	\$ 6,620,908
Labor costs	140,210	9,295,822	93,315	316,119	9,845,466
Supplies	2,965	613,597	5,969	26,205	648,736
Dues and subscriptions	1,378	16,669	307	1,482	19,836
Travel	1,493	121,884		3,439	126,816
Professional service fees	3,859	2,124,733	235,214	1,286	2,365,092
Legal fees		57,757	135		57,892
Public relations	1,836	140,219	248	2,836	145,139
Public education	4,151		2,436	7,506	14,093
Utilities and telephone	13	343,198		340	343,551
Postage	611	118,408	103,559	22,071	244,649
Equipment rental and maintenance	4,175	1,105,729	9,008	8,672	1,127,584
Insurance	2,500	81,540			84,040
Depreciation	18,029	610,223			628,252
Rent	16,800	(16,800)			
Other	4,618	189,858	4,144		198,620
<i>Total Program Expenses</i>	\$ 202,638	\$ 21,423,745	\$ 454,335	\$ 389,956	\$ 22,470,674

Program A: Callahan Museum

Program B: Production, support and administrative expenses related to producing products for people who are blind or visually impaired.







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